

ONE HUNDRED YEARS

1826-1926

THE COLLINS COMPANY

COLLINSVILLE, CONNECTICUT.

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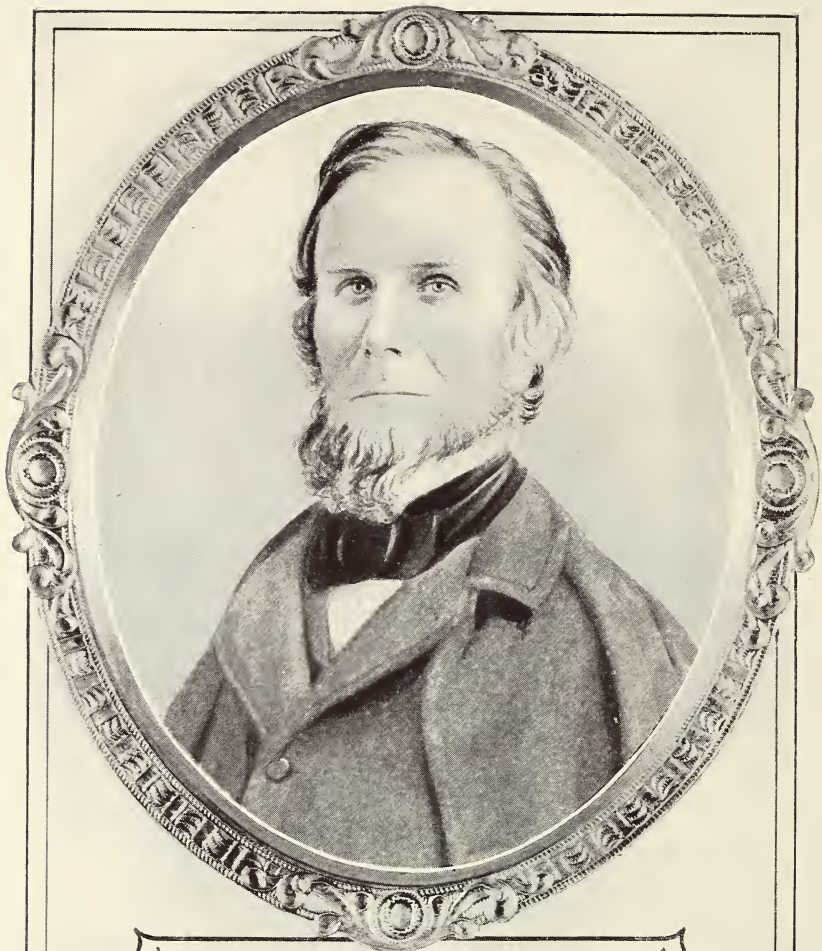




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ONE
HUNDRED
YEARS



"It has been said that our manufacturing villages have a demoralizing tendency. I wish to show there can be an exception. I would rather not make one cent than to have men go away from here worse than they came."

Sam. W. Collins.

1195
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1926

ONE HUNDRED YEARS

*A Brief Account
of The Development of
The Collins Company
in the Manufacture of
Axes, Machetes and Edge Tools
and in Commemoration
of its 100th
Anniversary*



1926
The Collins Company

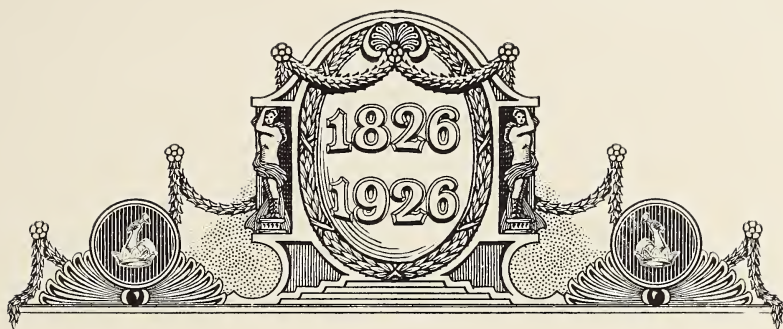
Established 1826  *Incorporated 1834*

Collinsville, Conn.

U. S. A.

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THE COLLINS COMPANY

29921



One Hundred Years

*How a great idea won and has held
the markets of the world*



THE firm of Collins & Company, formed by two young men, brothers, Samuel W. Collins and David C. Collins, with their cousin William Wells, began making axes one hundred years ago, in South Canton, now Collinsville, Connecticut. Samuel was twenty-four years old; David was twenty-one years old and William Wells was about the same age. The father of the Collins brothers, a lawyer of Middletown, Connecticut, had died leaving their mother, Elizabeth Watkinson Collins, a widow with seven young children, and Samuel, then thirteen years old, had immediately gone into the employ of his uncles, Edward and David Watkinson, iron merchants in Hartford. David Watkinson was one of the prominent men of Hartford, a merchant of large activity, a patriotic, religious and widely useful citizen. He was the donor of the Watkinson Library in Hartford, founded by a bequest of \$100,000 in his will.



THE OLD SMITHY

It was in such shops as this that axes were made before the days of The Collins Company

David, the younger brother, entered the employ of his uncle in the iron business a year or two later than his brother Samuel. By his energy and devotion to business Samuel won a junior partnership in the firm before he was twenty-one years old. He was by nature, however, a manufacturer, and something of an idealist, but as an executive he needed the help of older, steadier and more experienced men. Samuel described his brother David as "too sanguine to be cautious" and William Wells he describes as "a student, disinclined to business and just as young as his partners."

David Collins, the younger brother, apparently first suggested the axe business. Axes of that day were crude and were generally hammered out by black-

smiths. They were sold unsharpened and a really good axe was rare. A blacksmith, named Morgan, of Somers, bought his steel of Watkinson and Collins, David's employers, and made axes which stood up under hard use and were largely sought. This undoubtedly suggested to David the idea of making axes at wholesale.

The old Humphrey grist mill, with its breast water-wheel, in South Canton, was for sale. Collins & Co. bought it and began to manufacture their axes in the old mill.

The business went very slowly at the beginning. Blacksmiths were hard to find and harder to train. Tools were crude. No experience was available and it was necessary to create a market. The young men determined, however, to make the best axe that could be fashioned and the strong, well-balanced, keen-edged Collins axes soon began to demonstrate that they were labor-saving tools.

The business grew vigorously, and in 1831 the demand was such that the firm was almost swamped by its own prosperity. Prices were raised to \$20 a dozen, but this only increased the sales. One big order of 1500 dozen from Sampson and Tisdale of New York, by far the largest the firm had hitherto received, pushed its capacity to the utmost. Additional workmen were sought far and



Grinding an edge on an old time axe



wide. Twenty-one double houses for workmen went up in 1831 and twenty-four in 1832. The stone office of which a picture is shown in this book was built in 1830 and is in use by the company today for its original purpose.

In 1831 Elisha K. Root of Chicopee, Massachusetts, came to the firm as a machinist. He later became superintendent and chief advisor of the partnership. Many of his inventions for making axes have never been improved upon in practice. Mr. Root later became president of the Colt's Patent Fire Arms Manufacturing Company.

This was a period of simple living. Wages were \$12 to \$16 a month and paid once a year. Board was \$1.50 a week and a company house could be rented for \$25 a year. Practically all provisions were produced locally and were relatively low in price. Hours of work were long and very little machinery was used. There was constant hauling and lifting, gripping of heavy tools and swinging of sledges. The powerful, accurate machines of today were only just arriving, in their first crude, bulky forms. Massive grindstones, now long ago replaced by swifter, keener wheels, were quarried at Bay de Chaleur, Nova Scotia. They were sent by ship to Long Island Sound and up the Connecticut river to Hartford, then hauled by four and six ox teams over the hills to Canton. The stones were six feet in diameter and a foot thick and their weight may be judged from those dimensions.

The Company began to make axes with trip-hammers in 1828, each man forging and tempering about eight per day. Air for the forges was carried under the shop in hollow chestnut logs from a big wooden plunger pump directly connected to one of the breast wheels.



Main street in 1866

In 1829 ten axes was a day's work and the output increased steadily as the men gained experience and methods were perfected. Charcoal, burned on the mountains round about, was used in the forges until 1829, when Lehigh coal was introduced. Collins and Company were the first edge tool makers in the world to use coal.

Prosperity brings its perils. In 1831 Samuel Collins wrote: "Having taken unbounded care to make a superior quality of work, without reference to cost, the demand increased rapidly." But he explains that this meant a constantly enlarging pay-roll, increased raw material which must be paid for, while there was an amazingly long wait for collections. Cloudy days were ahead.

In 1833 business conditions made a cut in wages unavoidable. The step was taken with reluctance, but it brought one of the most notable occurrences in the Company's history. The men had addressed a "respectful remonstrance" to the management, to which Mr. Collins replied, in part; "I am particularly pleased

with the candid, manly course which you have pursued. I am proud of the fact that we are mentioned far and wide as an example of what manufacturing communities may be in this country. Instead of such disorderly and disgraceful conduct as we hear of, our men have been assembling quietly, not at a tavern to heat their blood and warp their judgments with grog, but with business conducted in a truly republican town meeting style."

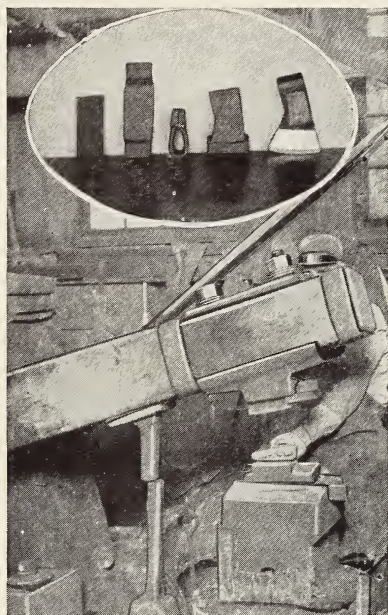
Speaking in this letter concerning criticisms of himself, he says: "If there is one truth more fully impressed on my mind than another it is that the rich and the poor will meet together; the Lord is maker of them all. The welfare and happiness of this village can only be promoted effectually and permanently by such judicious management of our business as will enable us to meet all our engagements. We cannot afford to pay such prices as we have paid." And then he quaintly adds: "If you think you can commence work



Old Church Street at Collinsville

under the new tariff with better courage after a holiday and a game at ball, you can take next Monday and enjoy yourselves."

The men's reply is no less fine. It expresses their "entire satisfaction" with his letter, and their resolution to go on cheerfully with their duties, "having been treated with such frankness and good feeling." It closes: "In the welfare of our village and in the prosperity of the



Trip hammers came in 1828

manufacturing interests of our country, we as residents here and as American citizens feel a deep interest, and hope to do all in our power to promote our common welfare." This episode is worth recording. It shows vividly the type of men who built The Collins Company.

Then came what must have looked to many as the end of the brave experiment. In September, 1833, Hartford banks demanded immediate payment of their loans and the Company assigned. Mr. Collins says in his record: "Collins and Co. gave up every dollar they possessed, and with it, of course, went all their 'great expectations' but they had the satisfaction of paying their debts in full." And then he adds, with characteristic humor: "The old firm having turned a somersault and retired are entitled to an obituary notice." This notice he proceeds to write. It is evident, however,



Old type axe heads and tools

that he had not lost his courage, whatever turn the business had taken.

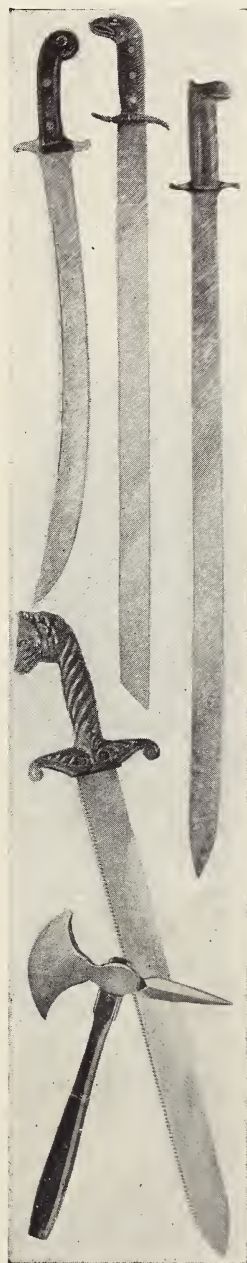
In addition to the evidence of loyalty and good will among the men, the failure brought remarkable and unlooked for evidence of the popularity of Collins axes. Thinking they might not be able to get more of such quality, dealers bought all they could obtain and put up the prices. But in spite of this the goods sold rapidly and the demand increased so greatly that in the next year when the business was run for the creditors by James H. Wells, father of the young partner, the profits were \$30,000. The failure, with the advertising it gave the firm, and the immediate perfecting in their own shop of machinery for forming and welding heads, gave the Company an impetus which sent it forward as it had never gone before.

Strength and balance came with the reorganization. The new Company was the Collins Manufacturing Company, with a capital not to exceed \$300,000. The officers were George Handy of Philadelphia, president; Thomas C. Perkins of Hartford, secretary; David C. Collins, agent and treasurer;

and Samuel W. Collins superintendent. Among the directors were Governor Ellsworth, Governor Trumbull, James H. Wells, Alfred Smith, William H. Imlay, John Warburton and Alonzo S. Beckwith. Samuel Collins wrote of them: "There were not in Hartford at that time seven men with as much wealth as these."

General business conditions then and for years afterwards were almost inconceivable to the business generation of today. Banks could depend but little upon each other. There were no great reserves of money available to tide over an emergency. Political conditions at home and abroad were uncertain, and occasional heavy losses unavoidable. But alert, steady management surmounted the difficulties and the business expanded rapidly.

In 1845 the demand for axes was greater than could be supplied and in that year the Company began to make machetes for the foreign trade. Men care not where a tool comes from if it is better than that which they possess, and doors had begun to open in all lands for Collins products. The foreign market as well as the do-



Old machetes and fireman's hatchet



mestic was learning that the name "Collins" meant dependability. That is what all workmen seek. Experience teaches them that anything else is costly.

"Legitimus," (genuine) the Company's trademark, has always been a lure to pirates. In 1859 the Company was compelled to sue 30 manufacturers in England for using it. Mr. Collins writes "the Lord Chancellor was very severe on them." That high court ruled that no man has a right to seek profit through the use of another's name or trade device. In 1860 the same fraudulent practice again appeared, this time in Germany, and, as with many another honest product, there is still an unceasing fight to protect the Company's rights. Short-sighted men never cease trying to deceive, but the world always discovers it and demands the honest product. "Legitimus" pays.

The Company's long struggle to rest firmly on its feet was coming to an end. In 1862 it was making 1452 tools per day. In 1864 a steam engine was installed, with steam hammers and rolls. Thousands of bayonets were delivered to Colt's Arms Company,

Sharpe Rifle Company and the Springfield Armory. The capital was increased to \$500,000 and in 1866 the Connecticut legislature authorized its increase to one million dollars. The Company was making 2466 tools a day and had 638 employees. It was 40 years since the three young men had started out, and the pioneer business which they founded had achieved a place among the strongest industries of the land.

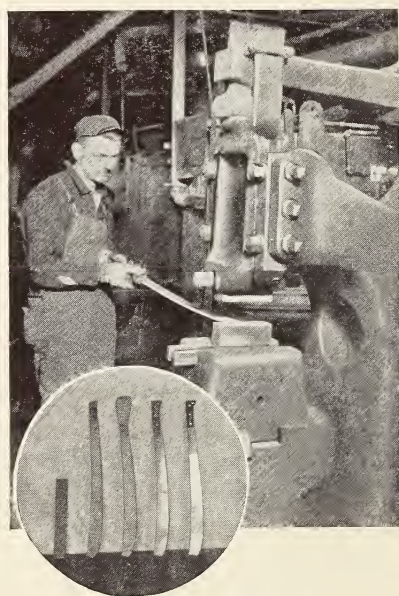
Then Samuel Collins, an old man, sat down and wrote a history of the 40 years, from which we have quoted throughout this narrative. In a large blank book, with the quaint small hand of that time, he writes his story. It is a unique narrative and reminds one of the "History of Plimouth Plantation," written in his old age by Governor Bradford, the Pilgrim. The men had much in common. Their stories are of enterprises which were destined to become of world wide importance, the one towards clearer thinking and better government, the other towards better tools for man's labor.

Mr. Collins concludes his record with this message: "As an old soldier likes to fight his battles over again, with his 'long yarns,' I have no doubt recorded many things that will neither interest nor be useful to others, yet I am confident that some of my successors may gather useful information, and in time of business depression and financial trouble (which are certain to come in the future, as they have in the past) they may get some ideas that will be suggestive to them, and they may gather fresh courage and patience to encounter their difficulties."

Pilgrim Bradford's story contains an almost similar passage which closes with these words: "In these hard and difficult beginnings they found some discon-

tents and murmerings arise amongst some, but they were soon quelled by ye wisdom, patience, and just and equall things done by ye Governor and better part, which clave faithfully together."

Samuel Collins and the straight-thinking men about him through all their difficulties, "clave faithfully together," and the result is the growth and success of the industry they founded.



Forging Machetes

Collins Plows

*The first cast steel plowshares, and the
"Great Plow Trial" of 1868*



FOR ages man's plow was as crude as his axe. Egyptian inscriptions show serfs dragging a forked stick through the ground, and little improvement over this was made for thousands of years.

The Romans invented a massive iron pick-axe plow, as shown in the illustration, which their oxen pulled through the soil by its heavy wooden handle. None of these early plows turned the sod; the best they could do was to break an uneven shallow trench.

Two hundred years ago Jethro Tull, an Englishman, improved the plow greatly, and fifty years later a Scotchman devised a plowshare of iron, but the old wooden "bull plow," with its enormous beam, did not get its death-blow until Jethro Wood of Cayuga County, New York, made a cast-iron plow. Wood was almost overcome by the narrow-minded men who ran the wooden plow factories, who declared that the "blasted metal would pizen the soil," and died disappointed, but left an idea which revolutionized farming. In 1860 F. F. Smith, an ingenious western me-



The Roman Plow

chanic, came to the Collins works and described the kind of plow he thought was needed on the prairies. He believed that he could make a cast steel plowshare, using a cast-iron mold. The Collins Company gave him the opportunity to carry out his ideas. Presently he produced the beautifully curved steel plowshare of today which turns the turf over smoothly and easily. Cast steel shares of medium weight but great strength, smooth as polished silver, came from the works of The Collins Company and helped emancipate farming from its heaviest task.

The "Great Plow Trial" of 1868

It was not long before contests developed to prove the merits of different makes. The most notable was the "Great Plow Trial," remembered and discussed for years, which took place at the Agricultural College in Amherst, Massachusetts, May 5, 6 and 7, 1868. Many



Alaskan stone age tools

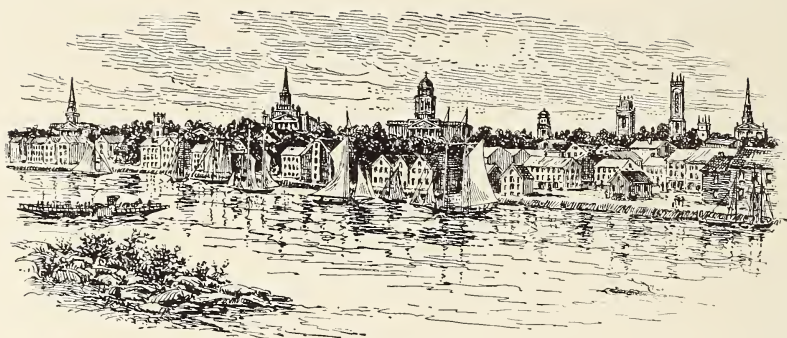
plows were entered and a large crowd watched their work, with an interest which has perhaps never been equalled towards any other farming implement. We now have mowers, reapers, tractors and innumerable other ingenious farm machines, but the plow was to farming what the axe was to lumbering, the key tool. Small wonder that the



demonstration at Amherst aroused such enthusiasm. The steel axe had conquered the forests, and now came the steel plow to conquer the cleared lands.

Accounts of the affair ring with triumph. The newspapers were full of it. All could see what a great forward step had been gained. One eloquent newspaper article closes its praise for the makers of plows with an old verse, saying that now we shall with more zest

“Improve the seasons; to the plow apply,
And break the earth both wet and dry.
Haste to the field with break of glimmering morn,
And so our grounds shall wave with thickening corn.”



River Front at Hartford in 1841

Beginning and Development of the Foreign Trade

Strange tools sent in to be reproduced



THE entrance of The Collins Company into foreign markets began as early as 1840. Unswerving high quality had spread the reputation of their tools over all of what was then the United States, and sharp-sighted sea-going Yankee traders had begun to include Collins axes in their cargoes. A factor in this development was the Company's location near Hartford. The enterprise was practically a Hartford concern, and Hartford at the head of tide water on the Connecticut river, was a shipping port. Men of today recall seeing the river crowded with trading vessels, many of which had brought north sugar, molasses, dye woods, spices and other products of tropical and South America in trade for New England goods. Traders, skippers, and crews wandered up and down the streets of Hartford and saw

beautifully finished Collins tools gleaming in the shop windows. They took them back to the plantations and forests. The tools aroused interest. The natives tried them out. They had never seen such perfect form, shining surfaces and keen edges, and the next trip of the ship to Hartford brought increased orders.

Soon strange, often very crude, native-made implements, wooden models, or outlines traced on paper, began to come in, with the question: "Can you make one like this?" The company reproduced them in the most workmanlike manner. If the hand-made blade from some native smithy was queer in shape and perhaps did not seem to hang just right in the hands of the workers at Collinsville, they never made the mistake of sending the far-off customer something "different but just as good." They took it for granted that he knew what he wanted and gave it to him. It was beautifully made, of a steel that won his admiration, and the shape, weight and balance were his, just what he had ordered. His confidence in Collins became unshakable.



Costa Rica Fire Department with their Collins firemen's axes



Cutting cocoa bean pods

factory and a trade opened which extended rapidly from the "Pearl of the Antilles" to the other West India islands and soon throughout the entire continent of South America. In all of these lands the Collins machete long ago became indispensable.

Before Abraham Lincoln became president of the United States The Collins Company had already made and exported over 150 different patterns of machetes and axes. The odd-sounding



Cutting sugar cane

names suggest something of their varied shapes and uses. There are Aquinches, Coas, Cavadoras, Barretones, Podaderas, Macanas, Soroks, Chancols, Arits and others, all vividly picturing foreign lands. With them go the Collins hoes, adzes, picks, bush hooks, plows, shovels and other tools, many of which have been redesigned to suit native needs and preferences.



Laborer's Machete

Now they ask for a "Collins"

It has been a common thing for years to have plantation men in a dozen countries come to the shops and ask for a "Collins." The dealer lays out his stock and they select the tool they want. The Collins trademark, the powerful arm holding the hammer, first used in December 1875, is itself called the "Collins" by them and now and then a native who cannot even say



Hoeing and shading young plants

"Collins" will

confront a dealer and double up his arm with fist clenched. He gets what he came for, a Collins tool. The Latin word "Legitimus," beneath the arm, may convey nothing to him, but the trademark itself stands for all that the word means: "Genuine." No possible device could alone gain the confidence given all over

the world to the old Collins mark, because it means satisfactory service.

Collins tools are sold in North, South, and Central America, the Canary Islands, in Cape Town and throughout South Africa; in England, Switzerland, Australia, New Zealand, Tasmania, the Straits Settlements, Dutch East Indies,



Hollowing a laundry tub



Brazilian axemen



Tapping rubber trees

Hawaiian Islands and the Philippines. In building the trans-Siberian railroad from Moscow to Vladivostock, a tremendous task which took ten years, Collins tools were used almost exclusively.

During the past forty years The Collins Company's foreign trade has continually increased. Thirty-five agents in as many countries help to build up and maintain it.

In addition to these agents several direct representatives traveling from the home office, make it their business to continually keep in close touch with each and every one of the company's agents and customers so that every detail may be definitely known as to the kind, type and finish of tools required by the Collins customers throughout the entire world.



Harvesting bananas



Husking coconuts

Through this personal contact with the customers of The Collins Company and by maintaining uniformly the high quality of tools for which the company is noted, an extensive foreign trade has been built up and maintained.



South Harpswell, Maine.

August 9, 1910.

Dear Sir:

The Collins tools purchased of your company for the last expedition of the Peary Arctic Club to the North Pole, were all carried on the Roosevelt and some went to the Pole. The tools we most used were the ice lances, hunters' hatchets, axes, pick axes, spades, shovels. The ice lances were very efficient for ice cutting, and one was carried on each of our sledges to the Pole, and is part of the equipment now in possession of the American Museum of Natural History in New York City.

Several of the pick axes were lost in the Arctic Ocean at about 86 North ^{Lat} when the sounding line broke, they having been used as improvised weights.

Yours truly,

William Hill, President,

The Collins Company,

Collinsville, Conn.

Making Its Own Steel

*The first iron ore used came from mines
in neighboring towns*



HEN Collins & Company started in business chemistry was just beginning to reveal the composition of iron ore and show the way to refine it. Progress up to that time had been chiefly through the chance-caught lessons of experience. Blacksmith Morgan of Somers evidently had a keener mind than most of his fellows and so made a better axe, but it was by beginning with blacksmith Morgan's best and continuously bringing all of the world's information to bear, that The Collins Company has developed the tools which it now produces. The first steel was bought from David Watkinson & Co. Before the railroads iron was secured from mines in Litchfield, Canaan, Salisbury, Great Barrington, Otis, and other places in the vicinity.

Heat and hardness in tempering were then a matter of individual skill and judgment, where now scientific instruments register each with precision. Microscopic

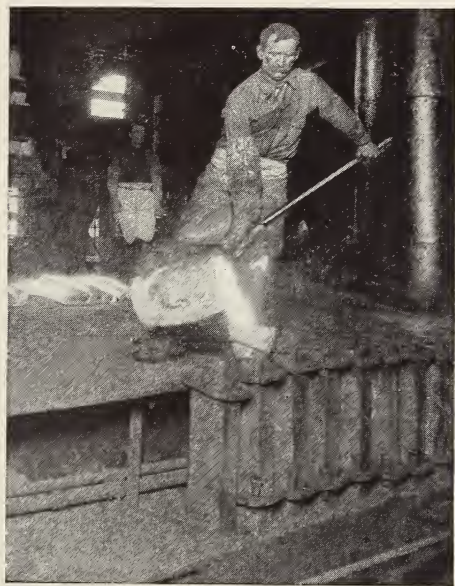
Hartford, July 14th 1832
 Messrs Collins & Co
 Bought of **DAVID WATKINSON & CO.**
 Dealers in Iron, Steel, Nails, &c. ~~STATIONERY~~.

318 lbs Irish Spr. Sheds Snow 54 \$ 25.90
 y^{rs} 146 lbs Irish do Di O 54 7.20
 81 lbs Irish do Am 44 2.65
 Lost - 10 f - 1 26.95
 27.05

Early Invoice for Steel

flaws are now detected where formerly nothing but the woodsman's blows in the log could give an axe its final test. When a tool goes out today it is guaranteed. The "Collins" stamped in the steel means far more than it did in the beginning. It meant the best then, for none could do better, and it means the best today under modern scientific methods.

In 1842 Superintendent Root went to England to



Pouring cast steel

"pick up information," as the record says, on cast steel. He reported that they could make it successfully. In 1843 the Company's charter was amended to allow the production of steel as well as iron. In 1861 the Company corresponded with the famous Sir Henry Bessemer of England, inventor of the Bessemer process, with reference

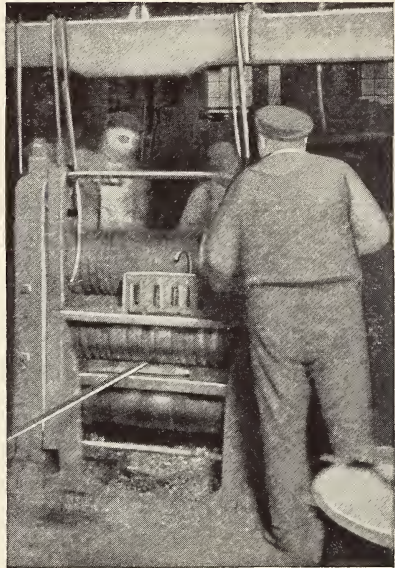
to using his patent, and Mr. Collins visited him later. Today the Company operates two 30-pot crucible furnaces, with a capacity of ten tons per day, making ingots for its own axes and other tools, also casting its own plow parts.

The primitive bronze, iron or steel axe was a strip of metal bent around at one end to hold a handle.

That remains today the underlying principle in shaping one type of axe. By the other method, the head, or "poll," is forged solid and a powerful machine punches the eye for the handle. Both methods leave the poll ready for the harder steel which will form the cutting edge. There are two methods of securing this edge in place. In one the wedge or "bitt" of tool steel is split and lapped over the tapering end of the poll, thus making the "overcoat" axe.

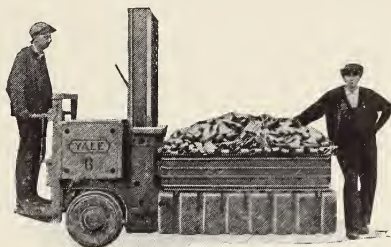
In the other the poll itself is split and the bitt inserted. In both methods the bitt is then welded in place, and is ready for grinding. The latter is the Collins way. The bitt is inserted deeply in the poll, which can then be ground almost to the eye of the axe and still present tool steel for a fresh cutting edge.

On page fifteen are illustrations showing something of the evolution of the axe in manufacture. Museums exhibit numberless axes, most of them crude but all showing how unceasingly men were reaching out for an ideal tool. The model room at the Collins works shows shapes that cover a century of contact with many countries. What some of these strange and now obsolete axes were used for we can only conjecture.



In the rolling mill

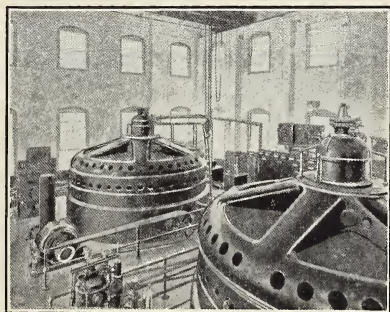
It takes enormous power to operate the blowers, rolls, hammers and grinding wheels of the Collins shops. There are two dams at the works. The upper, at the plant, provides 1000 horse power, and the other, a half mile below, runs a hydro-electric plant developing 700 horse power. Two steam plants furnish 600 horse power. All transmission is electric. The Company controls a large storage reservoir in the town of Otis, Massachusetts.



Electric Truck

Suction blowers draw the swirling dust away from grinding wheels and the old time wheelbarrow method of starting material from shop to shop has given away to electric trucks. Conservation of energy is studied on all sides and the plant which in former days seemed to have reached its capacity for production, now turns out many more tools with far less wear on man-power.

The Collins Company's experience has spanned one of the most marvelous centuries in industrial development, from the days of bellows, forge, tongs and anvil, to the era of scientific exactness and titanic power.



Hydro-Electric Plant



Executives and Employees at Collinsville Office



Executives and Employees at New York Office



The Green at Collinsville

The Village of Collinsville

*A wholesome place in which
to live and work*



COLLINSVILLE is part of the town of Canton. In 1866 it was made a separate village and its citizens ceased journeying to Canton to vote. The name did not suit Mr. Collins, who wrote: "The name Collinsville has always been distasteful to me. If I had been consulted and had consented to have had my name used I'd have had it Collinsford, like Tarringford and Ashford."

Whatever he may have thought of the name, he was very proud of his town and its noted industry.

The Company owns 195 houses and maintains them in condition with its own force of carpenters, painters,

plumbers, paperhangers and other workmen. As home-building ideals have changed, the style of the Company's houses has kept pace and a certain variety in architecture thus following adds much to the town's attractiveness.

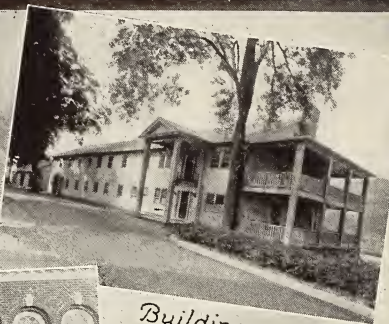
The social activities of the town are many, and in everything the Company helps wherever it can with reason and without ostentation. The club house shown in the illustrations is well adapted to public use, and the lounging and reading room, bowling alleys, refreshment counter and wide summer porch are much used. It is a comfortable, homelike place to drop into for a game or a chat and serves its purposes in simple and natural ways. All applicants for employment are examined for physical fitness, thus aiding to conserve a prosperous and efficient community.

As in many New England towns nature has been lavish here with her beauty. The visitor sees rolling hills, a winding river expanding to an attractive lake



Collinsville Public Library

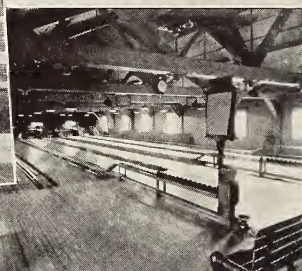
Recreation at Collinsville



Building



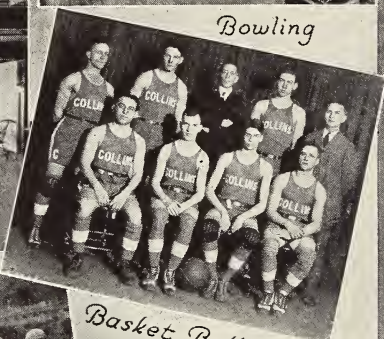
Band



Bowling



Reading Room



Basket Ball



Baseball



Clambake

in the center of the town, streets shaded with beautiful trees, with ample spaces, neat and orderly. With its fine water, excellent drainage, churches, schools, library and stores, it is well equipped for the clean, sane, intelligent life which has characterized it from the first.

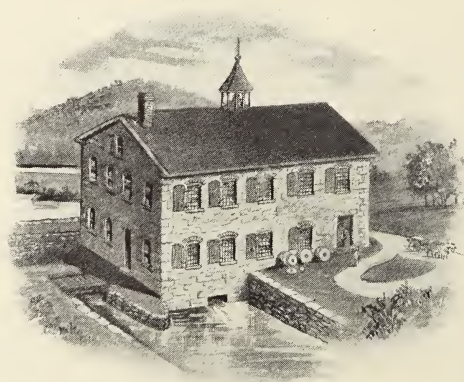
Samuel Collins said at the beginning, as already quoted, that he wished to show that manufacturing villages need not have a demoralizing tendency, and the town has proved that he was right.



Railroad Bridge from the Village



General View of The Collins Com



Original Factory 1826



Plant, Collinsville, Conn., 1926



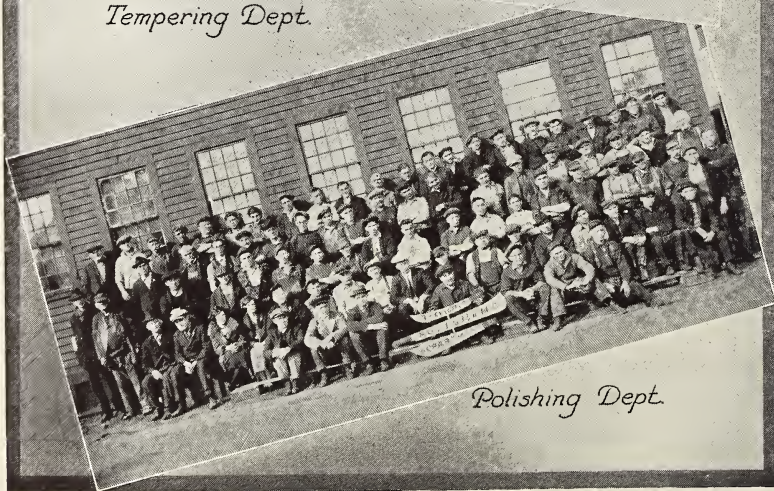
Office Building 1926



Forging Dept.



Tempering Dept.



Polishing Dept.



Construction Dept.



Electrical Dept.



Packing Room



Steel & Rolling Mill Dept.



Dry Grinding Dept.



Machine Dept.



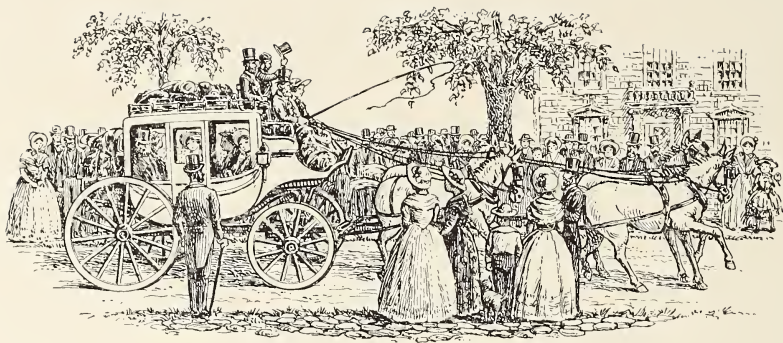
Yard Dept.



Handling Dept.



Transportation Dept.



When the stage came, in 1828

Abstracts from Mr. Collins' Story of the Business and Town



ALL through his account of the Company's struggles to get a foothold runs the evidence of Samuel Collins' close, neighborly interest in the village and its people. Items are dropped into the story, here and there, just as they occurred to him, which add vivid touches to the word picture he drew.

"In 1828 we contracted with Oliver Couch to take his 4-horse stage off the Albany turnpike and run through Collinsville and Farmington to Hartford. By this means a postoffice was established. There was as great a rush to see the stage as there was later to see the railroad when it first came here in 1850. We all stared like greenhorns. The Collins Company gave the railroad the right of way, land for the depot and a bonus of \$3000 cash."

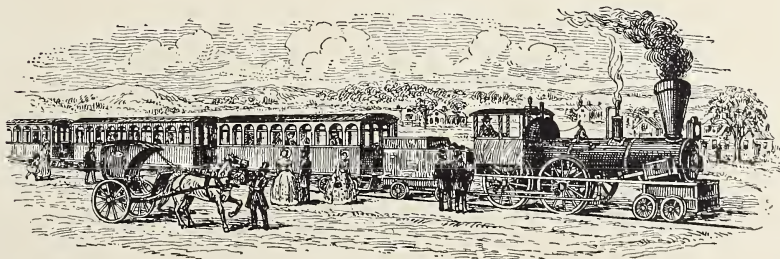
In 1829: "We altered our bell hours from 12 to 10 hours. We had previously worked evenings in the

winter months, but we found the men did just as much work in a day and burned less coal."

"The most successful in selling are not those that have haggled for the smallest commissions. The most successful have generally patronized enterprising young men of industry and ability and shared with them liberally the results of their mutual labor."

Mr. Collins was a determined enemy of strong drink. Distilleries were numerous in his day, but he set out to make and keep Collinsville sober and never gave up the fight. He bought at least two old-time taverns and one drug store to stop sales and paid one man who had a bad influence to move away, first signing a promise never to live again within ten miles of the town. In the deeds which he gave to those who bought their own places was the condition of forfeiture if the purchaser used the property for the liquor business. Muddled heads can do tremendous damage in any industry, and there can be no question that this insistence on sobriety has helped greatly towards the Company's progress and the community's well being.

He liked to write concerning the men about him and dropped in such remarks as these: B. T. Wingate was "a very good workman," Thomas H. Wells "a very superior man," bookkeeper John Barlow "known here



The Railroad Reached Collinsville in 1850

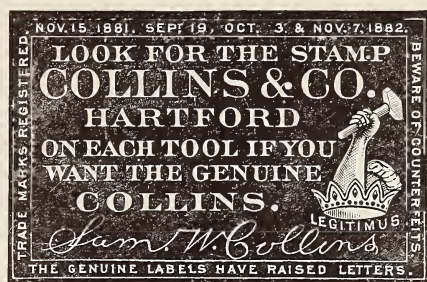
for many years as 'honest John'." The touch of man with man, had a strong influence on the organization and community, and the same spirit prevails today. No better evidence can be produced than the impressive picture and list of old employees given in another part of this book. Nothing but a sound feeling of fellowship can produce such a body of men.



Handing the trade along to the next generation



O N E H U N D R E D Y E A R S



Fac-simile of Collins Label
Black with White Raised Letters



The Collins Company's Trade Mark
Crown, Arm and Hammer
Used Continuously Since 1875



Employees of The Collins Company in continuous service 35 years or more

Names of Veteran Employees *Reading from Left to Right, and Years of Service*

First Lower Row

*WILLIAM MCNAMARA
 EDWARD PARMELEE
 LARS P. OLSON
 LUDWIG ERHARDT
 THOMAS WILSON
 HENRY HOFFMAN
 EDWARD BARBER
 FREDERICK J. HOUGH (Supl.)
 *ALBERT JOHNSON
 HOWELL HOUGH
 JOSEPH SHARP
 CHARLES B. JENKINS
 PATRICK MCNAMARA
 RICHARD KEUBER, SR.
 BRADFORD GRANT

41 years
 47 "
 49 "
 49 "
 50 "
 57 "
 61 "
 36 "
 56 "
 55 "
 53 "
 48 "
 51 "
 45 "
 53 "

Second Row

FRANK W. FELLOWS
 ZEPHERIN GODIN
 JAMES H. TOWNSEND
 PETER MYERS
 WALTER S. SMITH
 AUGUST DEMSKI
 CHARLES NELSON
 CHARLES PRODEVEAUX
 GEORGE PARISEAULT
 M. STANLEY NEAL
 WALTER REED
 AUGUST FARKIN
 JOHN HOLLOWAY

37 years
 42 "
 45 "
 40 "
 41 "
 46 "
 45 "
 41 "
 42 "
 46 "
 46 "
 42 "
 41 "

Third Row

WILLIAM GRANT
 JOHN H. WIVAGG
 PETER FOURNIER
 ALBERT CASE
 PORTER CASE
 FREDERICK SACKETT
 EVERETT BERGERON
 LOUIS ROY
 ANDREW NELSON
 MARTIN LINDIE
 FRANK MUELLER
 CLEMENT BEAUCHEMIN
 JOSEPH CASTONGUAY
 CARL L. CARLSON

37 years
 38 "
 49 "
 37 "
 37 "
 36 "
 40 "
 39 "
 43 "
 38 "
 35 "
 35 "
 44 "
 38 "

Fourth Row

DANIEL LORD
 FREDERICK PERETT
 WILLIAM KNAPL
 LESTER D. SMITH
 WILLIAM BUYER
 FERDINAND KNAPL
 FRANK ARNOLD
 JOSEPH HENNEY
 MARTIN KARWATOWSKI
 FERDINAND DOBRICK
 CHRISTIAN SWENSON
 MARTIN MORONEY
 GEORGE VIERING
 EMIL KOSS

36 years
 37 "
 39 "
 35 "
 40 "
 40 "
 39 "
 36 "
 38 "
 43 "
 45 "
 37 "
 38 "
 36 "

Fifth Row

FREDERICK HYDEL
 JOSEPH ROHILLARD
 JOHN GOLEMBIEWSKI
 DENNIS CONNORS
 JOHN LONGAN
 ALEX GUTZSKI, SR.
 LEE D. KELLY
 LOUIS RIVERS
 EUGENE BURNS
 BENJAMIN CASEY
 MURRAY BUTTLES
 FRANK POULIOT

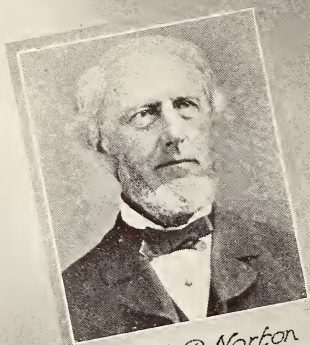
39 years
 39 "
 38 "
 41 "
 41 "
 38 "
 45 "
 43 "
 38 "
 37 "
 39 "
 36 "

Sixth Row

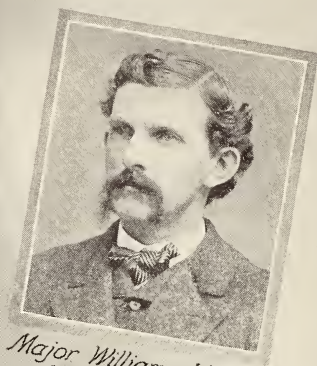
CORNELIUS CURRY
 CHARLES FAHR
 CHARLES FARKIN
 GEORGE STEVENS

42 years
 40 "
 36 "
 35 "

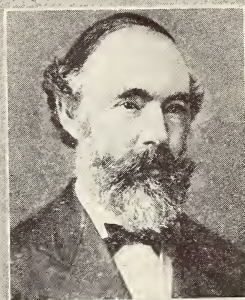
* Deceased



*Seth P. Norton
Agent, 1860-1866*



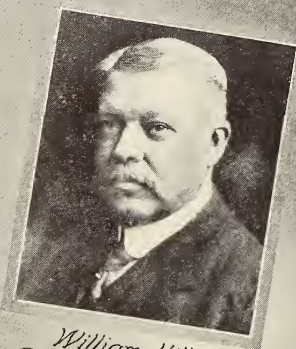
*Major William J. Wood
Agent, 1866-1884
President, 1884-1885*



*Edward B. Watkinson
Treasurer, 1874-1884*



*Edward H. Sears
President, 1886-1907*



*William Hill
President 1907-1921*

The Former Organization

PRESIDENTS

GEORGE HANDY.....	September 27, 1834	to	May 10, 1837
WILLIAM W. ELLSWORTH..	May 10, 1837	to	October 2, 1845
SAMUEL W. COLLINS.....	October 2, 1845	to	June 14, 1871
EDWARD B. WATKINSON...	June 14, 1871	to	March 21, 1884
WILLIAM J. WOOD.....	March 28, 1884	to	October 25, 1885
EDWARD H. SEARS.....	January 6, 1886	to	January 20, 1907
WILLIAM HILL.....	January 25, 1907	to	October 4, 1921

VICE PRESIDENTS

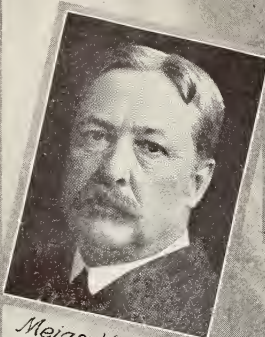
WILLIAM J. WOOD.....	November 19, 1867	to	March 28, 1884
EDWARD H. SEARS.....	March 28, 1884	to	January 6, 1886

SECRETARIES

THOMAS C. PERKINS.....	September 27, 1834	to	October 5, 1836
E. W. COLEMAN.....	October 5, 1836	to	July 31, 1839
DRAYTON HILLYER.....	July 31, 1839	to	October 4, 1843
GEORGE H. CLARK.....	October 4, 1843	to	April 3, 1844
EDWARD B. WATKINSON...	April 3, 1844	to	October 4, 1848
ELISHA COLT.....	October 4, 1848	to	February 2, 1874
WILLIAM H. BUELL.....	February 10, 1874	to	October 4, 1876
WILLIAM J. WOOD.....	October 4, 1876	to	March 28, 1884
MEIGS H. WHAPLES.....	March 28, 1884	to	July 13, 1920

TREASURERS

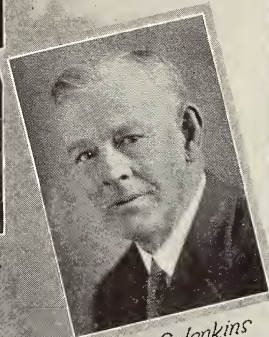
ALFRED SMITH.....	April 5, 1837	to	January 27, 1841
DAVID C. COLLINS.....	January 27, 1841	to	July 15, 1845
SAMUEL W. COLLINS.....	July 15, 1845	to	October 24, 1867
ELISHA COLT.....	October 24, 1867	to	February 2, 1874
EDWARD B. WATKINSON...	February 10, 1874	to	March 21, 1884
WILLIAM J. WOOD.....	March 28, 1884	to	October 25, 1885



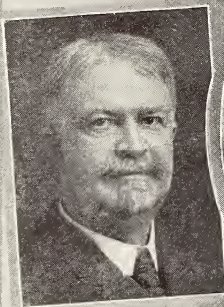
*Meigs H. Whaples
Treasurer*



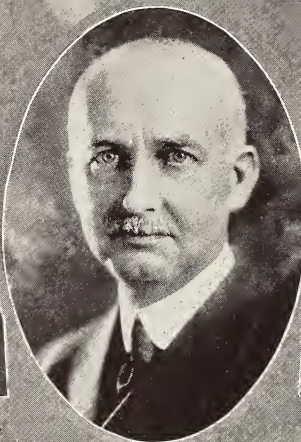
*F. Spencer Goodwin
Secretary*



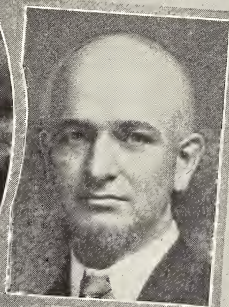
*Clayton S. Jenkins
Asst. Treasurer*



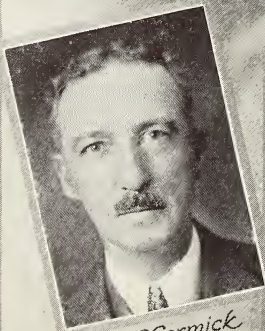
*Charles H. Clark
Vice President*



*Charles L. Taylor
President*



*Albert E. Newton
Vice President
& General Manager*



*J. J. McCormick
Export Sales Mgr.*



*F. J. Hough
Superintendent*



*R. D. Preston
Domestic Sales Mgr.*



O N E H U N D R E D Y E A R S

The Present Organization

PRESIDENT

CHARLES L. TAYLOR..... Hartford, Conn.

VICE PRESIDENT AND GENERAL MANAGER

ALBERT E. NEWTON..... Collinsville, Conn.

VICE PRESIDENT

CHARLES HOPKINS CLARK..... Hartford, Conn.

SECRETARY

F. SPENCER GOODWIN..... Hartford, Conn.

TREASURER

MEIGS H. WHAPLES..... Hartford, Conn.

ASSISTANT TREASURER

CLAYTON S. JENKINS..... Collinsville, Conn.

DIRECTORS

CHARLES HOPKINS CLARK..... Hartford, Conn.

ARTHUR L. SHIPMAN..... Hartford, Conn.

MEIGS H. WHAPLES..... Hartford, Conn.

EDWARD K. ROOT..... Hartford, Conn.

F. SPENCER GOODWIN..... Hartford, Conn.

WALTER L. GOODWIN..... Hartford, Conn.

WILLIAM A. HITCHCOCK..... Farmington, Conn.

CHARLES L. TAYLOR..... Hartford, Conn.

PHILIP B. GALE..... Hartford, Conn.

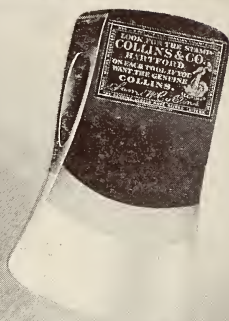
CHARLES E. CHASE..... Hartford, Conn.

ANSON T. MCCOOK..... Hartford, Conn.

ALBERT E. NEWTON..... Collinsville, Conn.



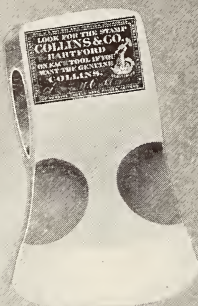
219



Michigan



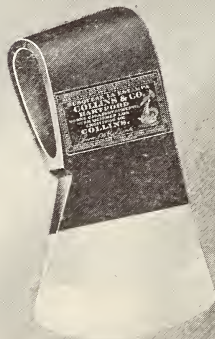
*Michigan Pattern
Double Bit Axe*



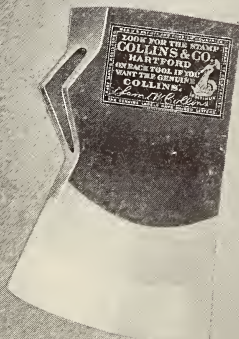
*Michigan
Phantom Bevel*



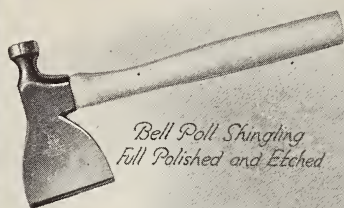
334



DeTumba



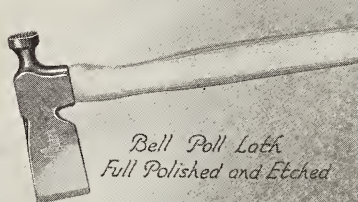
Southern Kentucky



*Bell Poll Shingling
Full Polished and Etched*



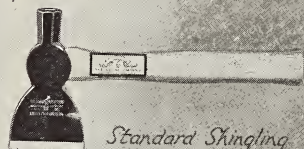
*Bell Poll Half
Full Polished and Etched*



*Bell Poll Lath
Full Polished and Etched*



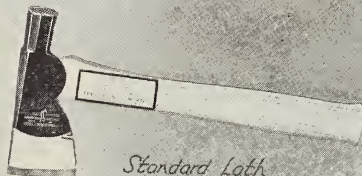
*Special Box
Full Polished and Etched*



Standard Shingling



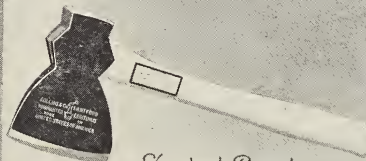
Standard Half



Standard Lath



Standard Claw



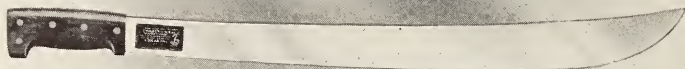
Standard Broad



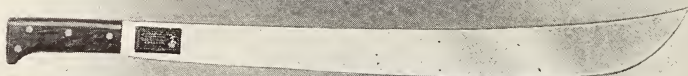
Flooring



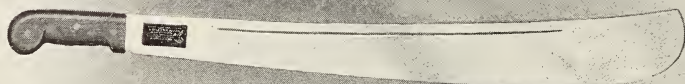
No 883 Fancy Horn Handle Machete



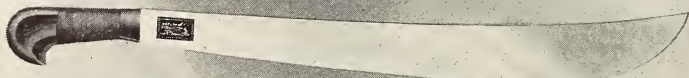
No 460 Horn Handle Machete



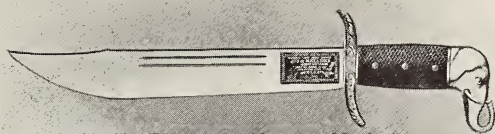
No. 23 Horn Handle Machete



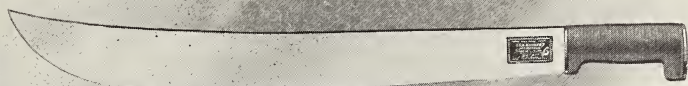
No. 191 Horn Handle Machete



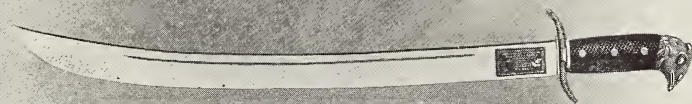
No. 127 Wired Wood Handle Machete



No. 18 Elephant Handle Machete



No. 128 Leather Handle Machete



No. 376 Cock's Head Handle Machete



No. 22 Horn Handle Machete



No. 35 Wood Handle Machete



360 Pick Mattock



358 Pick Mattock



T-Tamp Pick



484 Pick



226 Cavacone



*Plain Face Adze Eye
Claw Hammer*



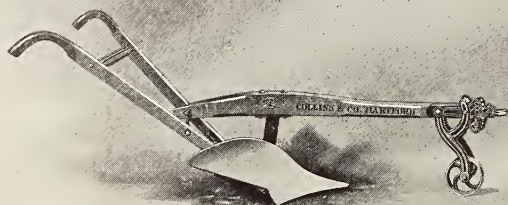
Louisiana Cane Knife



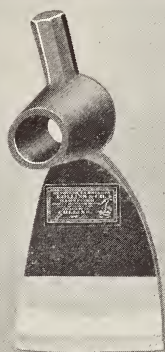
896 Cone Knife



D Handle Round Point Shovel



N D Plow



*Spanish
Round Eye Adze*



*854
Lipped Ship Adze*



*Carpenters'
Square Head Adze*



*Five Handle
Bush Hook*



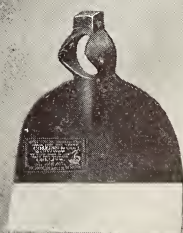
1128 Bush Hook



*American Model
Hoe*



476 Palos



964 Hoe

Entering Another Century



HE founders of The Collins Company brought to their task sound ideals, strong hands and faith in its future.

All that has been accomplished since has been built on their ideals, and their practice of honest workmanship and generous service. The best of what experience taught them has been passed along to us and is characteristic of the Company's business today.

In methods of production, transportation, and communication the world has almost entirely changed since the first Collins axes were forged. One thing has not changed, but only broadened as nations and peoples have mingled more and more freely—the conception of giving full value and of prospering through the good will of those who are served.

With such a history, traditions and equipment, The Collins Company look confidently forward to another century of opportunity to help in the progress of the world.



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